

Figure 1

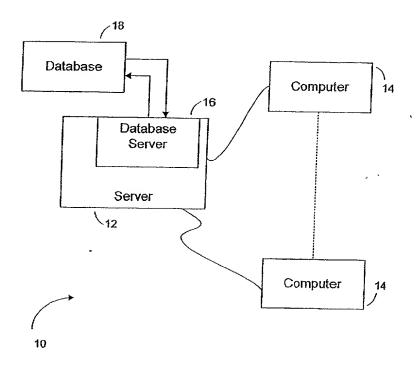


FIGURE 2

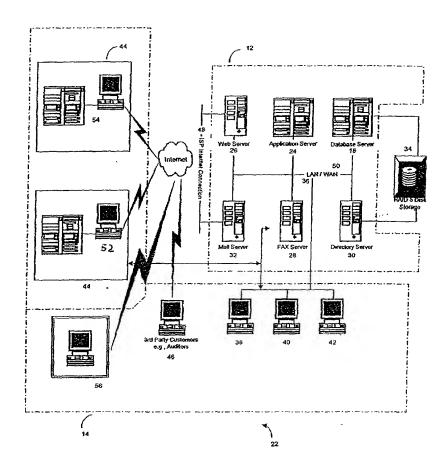


FIGURE 3



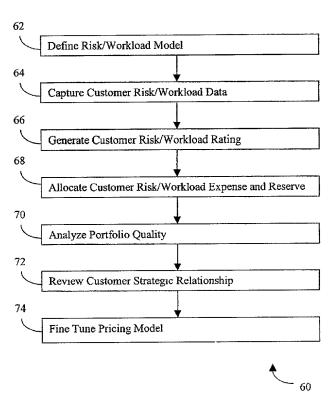


Figure 4

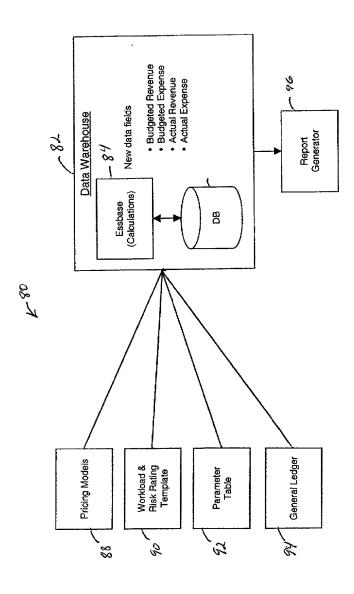
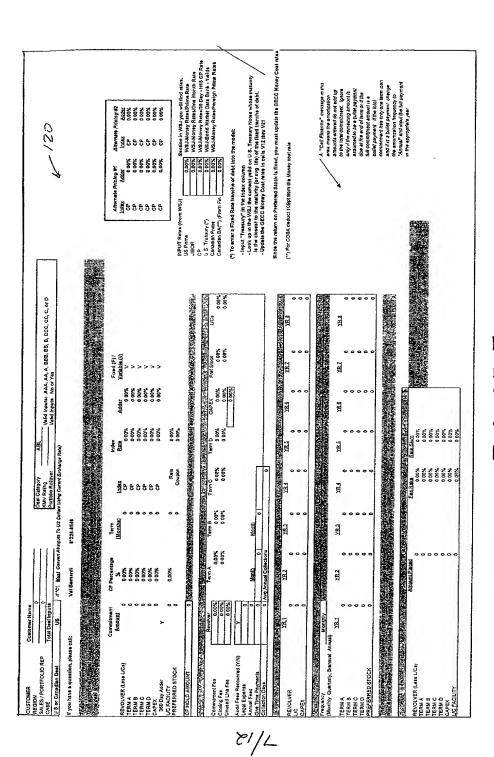


FIGURE 5

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CUSTOMER REGION SALES FORTPOLIO REP U.S or Canadian Deal Cross-Sell Deal Gross-Sell Source	Customer Name Select "US" (for U.S. Tax Rate No  II "Yes" for Closs-Sell Deal, S	Select "US" (for U.S. Tax Rate) or "C" (for Canadian Tax Rate). If "Yes" for Cross-Self Deal, Select Cross-Self Source; If "No" Leave Blank.
Required inputs: {Select in	(Select Inputs From Drop Down Menus - All 11 Must be Completed)	
1) What	<ol> <li>What is the collateral performance?</li> </ol>	
2) What	What is the excess availability after trade clean-up?	
3) Aret	Are the books & records (systems & processes) adequate?	
4) What	What is the risk classification?	
5) How	How many agings are in the borrowing base?	
6) What	What is the frequency of borrowing?	
7) What	What is the frequency of borrowing base reporting?	
8) is it	is it a co-borrower structure?	
9) What	What is the fixed charge coverage?	Application of the Control of the Co
10) ts thi	10) is this a 1st time ABL borrower? (i.e., level of mgmt experience)	
11) Is th	11) is there an EX-IM bank guarantee?	A CONTRACTOR OF THE PROPERTY O
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FIGURE

Collateral Monitoring (% of time per quarter) Customer Requests (% of time per quarter) Other

Total Time

Total Workload Time Allocation - All Accounts

200

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Region	Acct. Mgr.	Deal	Coll. Monitoring	Client Regs.	Workload	Risk	Work/ Risk
闰	Smith	Steel Co.	2.45	0.80	1.90	2.50	Mod/High
MW	Jones	Paper Co.	2.55	1.30	2.13	2.03	Hıgh/High
Ø	White	Drug Co.	2.00	0.50	1.50	09.0	Mod/Low
W	Black	Lumber Co.	2.00	1 00	1.67	1.80	Mod/Mod

Figure 11

## Strategic Relationship Review

Goals  Customer Visitation  Determine visitation schedule & objectives  Senior Management Contact Objectives.  Plans for cross selling other GE / GE Capital products & services  Opportunities For Performance in products & services  Opportunities For Performance in products & services  Plans to cross selling other GE / GE Capital in products & services  Opportunities For Performance in products & services  Incremental in products & collateral performance in perf	Achievements	4.
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Refention Strategy understand Customer CTC's & develop strategy to retain customer.		
Overall Performance Rating     Exceeded       Did Not Meet     Met     Exceeded       Expectations     Expectations       1     2     3       3     4     5	*Performance Assessment is The Responsibility Of The Region Manager & Portfolio Manager With Input From The SCO Where Appropriate	the Responsibility Of The anager With Input From The

FIGURE 12 C2